

What's important to us

important

Dear Reader,

For over 30 years, we have transformed complex business processes into user friendly software solutions. Many things can be reproduced using intelligent computer programming, however, confidence cannot be programmed. It must be earned. The P. M. Belz Group strives to earn your confidence and this brochure explains how we can fulfill this proposal.

— How we measure our success is by the strength of customer confidence in us.

We, Peter Michael Belz, Jochen Günzel and Jörg Günther, are Directors of the P. M. Belz Group and we would like to take this opportunity to introduce you to the companies within the Group and their operations. We have written this letter on behalf of ourselves and the 300 strong workforce who would all like to achieve the following aim: We would like to earn your confidence.

With best regards,



Peter Michael Belz



Jochen Günzel



Jörg Günther

— We like to keep one step ahead to gain the competitive edge.

Expertise, quality and confidence are some of the important virtues that help us to achieve effective co-operation.

It was based on these principles that the P. M. Belz Group was founded over 30 years ago.

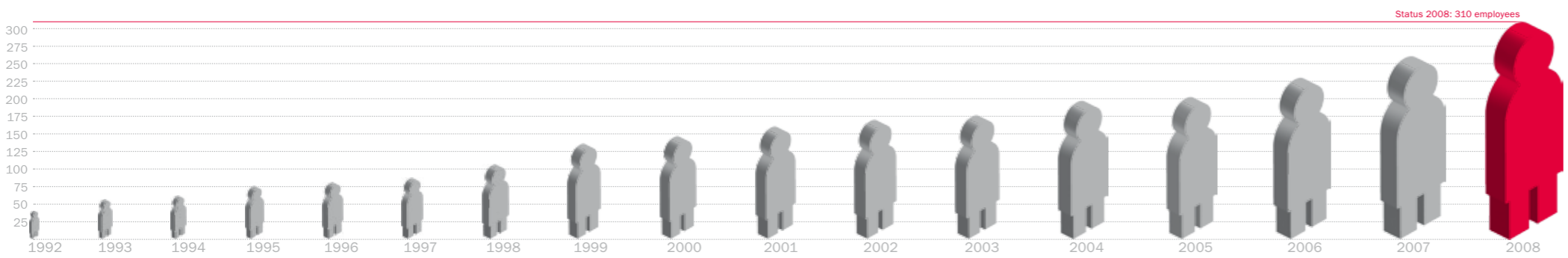
The group now consists of the following four companies.

AEB..... advanced global trade solutions | Since 1979, AEB GmbH has supported companies trading globally by optimizing their logistics processes and international business activities. AEB, headquartered in Stuttgart, has a branch in Soest and field offices in Luebeck, Bremen, Duesseldorf, Cologne, Mainz and Munich.

AFI..... DMS, EDI and SAP® solutions | P.M. Belz Agentur for Informatik GmbH has specialized in the development of standard software for communication management, providing consultancy and services in the area of SAP® and implementing integrated document management solutions since it was founded in 1976.

PMB..... Administration, Consultancy, Technology | PMB Peter M. Belz GmbH was founded in 1973 and acts as a technical and administrative service provider for its sister companies AEB GmbH and AFI GmbH. Core business areas are administration, finance, controlling and human resources.

AEB..... International Offices | The subsidiaries AEB International Ltd (Warwick, established 2000) and AEB Asia Pacific Pte Ltd (Singapore, est. 2001) are responsible for customers and prospects in the UK and Asia. AEB GLOBAL SOLUTIONS Ltd (Warwick, est. 2005), a joint venture, specializes in the development and distribution of global SCM solutions.



The IT companies AEB, AFI and PMB have a close

working relationship. However, they specialize in different

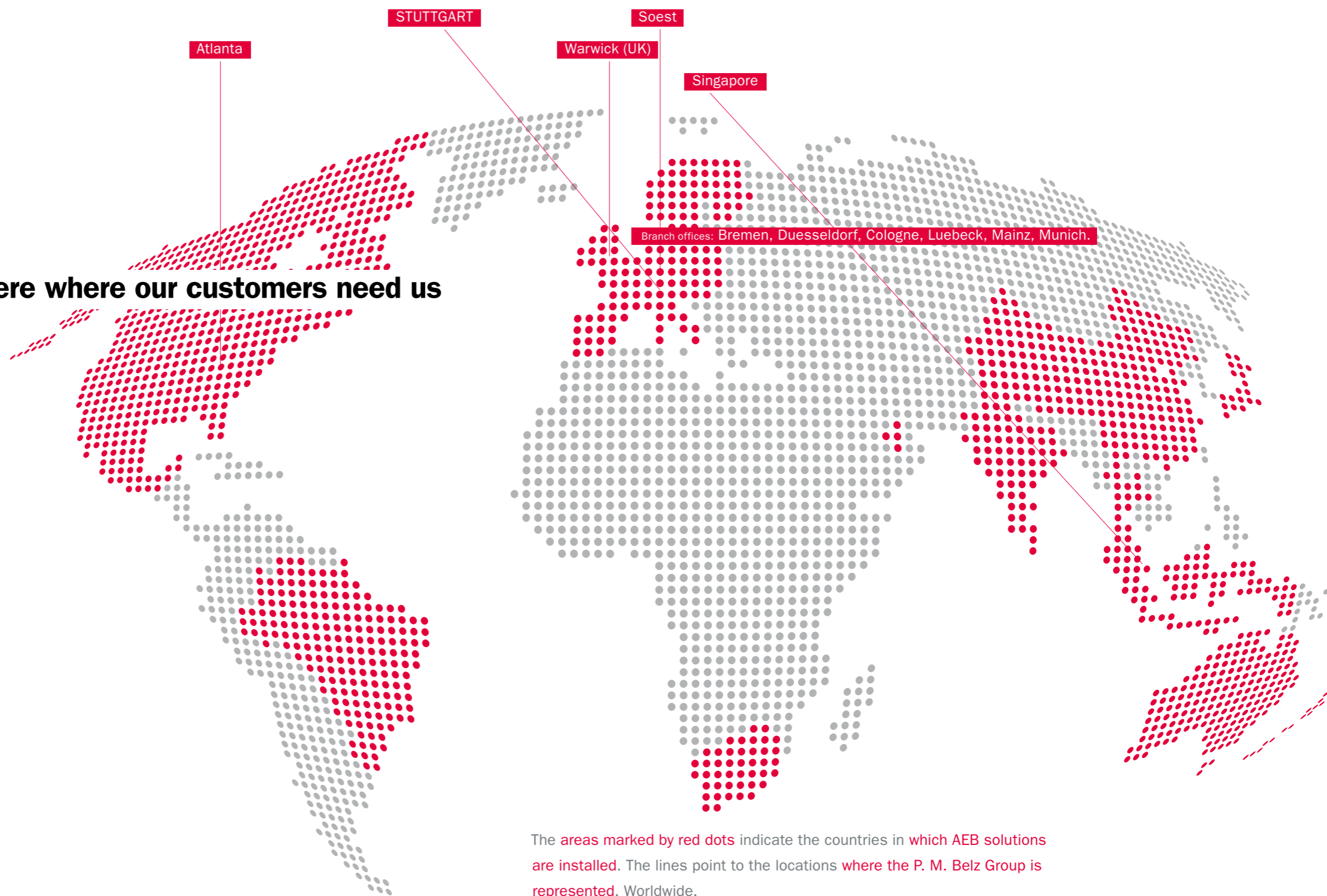
— AEB, AFI and PMB: Three companies, one team providing hi-tech business solutions. ranges of complimentary products, services and target groups within the marketplace.

The three companies operate with a dynamic international **team of over 300 employees** coming from a variety of different fields of expertise. The permanent exchange of information resulting from the specialized knowledge of a vast range of subjects contributes enormously to the developing process of our **high-quality products**, as well as to the planning, setup and smooth operation of such sophisticated systems.

With over **2000 customers worldwide**, our products have gained a leading position in their target markets. The base software **jointly developed by AEB and AFI** ensures that all components are smoothly integrated. Joint sales and project management guarantees **high quality customer service**. AEB and AFI manage their successful projects together and, to this end, they fall back on the **IT and business support services** provided by PMB: System management, a high performance computer center, finance and payroll services.

- * Austria
- Belgium
- Brazil
- Canada
- China
- Czech Rep.
- Dubai
- Finland
- France
- Germany
- Hong Kong
- Hungary
- India
- Indonesia
- Ireland
- Italy
- Japan
- Malaysia
- Mexico
- Netherlands
- Norway
- Poland
- Portugal
- Singapore
- Spain
- Sweden
- Switzerland
- Thailand
- UK
- USA

— We are right there where our customers need us



The areas marked by red dots indicate the countries in which AEB solutions are installed. The lines point to the locations where the P. M. Belz Group is represented. Worldwide.

proficient *tolerant and open-minded* *and innovative* *serious and reliable*
quality conscious and efficient *friendly and cordial*

We have chosen five principles

— **Having a company philosophy is good – living the philosophy is better.** which determine not only our conduct when dealing with our customers, partners, suppliers and colleagues but also with each other. We aim to be:

Are we? This would be better judged by our customers and partners – their opinion is extremely important to us. Having a company philosophy is good – living the philosophy is better. What does it mean to live the philosophy: Applying this to our everyday business relationships, both internal and external – starting the day with a friendly “Good Morning” and ending it with a successful installation.

proficient and innovative

tolerant and open-minded

sincere and reliable

quality-conscious and efficient

friendly and cordial

— This is what's important to us:

_____ Developing and distributing open standard software that can be maintained long-term and which can be tailored to the users' requirements and implemented as an add-on to central ERP solutions.

_____ Designing software that is flexible and sufficiently user-friendly where users themselves can make certain modifications without losing the advantages of the standard software.

_____ By a constant exchange of information, focusing our attention on market developments and being willing to communicate with and listen to our customers, we strive to improve our systems and offer innovative, practical and cost-effective solutions.

_____ Remaining customer-focused and open to ideas, responding quickly and directly to queries and problems, offering first-class services and top quality at realistic prices.

_____ Designing user-friendly systems that are easy to work with – thus maximising the users' job satisfaction.

_____ Guaranteeing to maintain and further enhance our products for at least ten years.

_____ Having a long-term and excellent business relationship with our customers as well as with our software and consulting partners.

_____ Delivering more than "just" software components. We would like to offer a competent contact person to you: your solution architect.

_____ Presenting options to you to ensure that your software investment will return a sustainable increase of efficiency, true benefit and actual competitive advantages.



— Every company needs a friendly face. Here are just a few of ours.

With combined experience from 23 specialized backgrounds and 17 different nations, the staff at AEB, AFI, and PMB steer the company forwards with overwhelming drive and enthusiasm.





www.aeb-international.com

www.aeb-international.co.uk

www.aeb.de

www.afi-stuttgart.de

www.aeb.com.sg

AEB

PMB

AFI